

Building Material and Supplies Dealers: 2002

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2002 Economic Census

Retail Trade

Industry Series



U S C E N S U S B U R E A U

Helping You Make Informed Decisions

U.S. Department of Commerce
Economics and Statistics Administration
U.S. CENSUS BUREAU



CONTENTS

Introduction to the Economic Census	v
Retail Trade	ix

Tables

1. Summary Statistics for the United States: 2002	1
2. Comparative Statistics for the United States (1997 NAICS Basis): 2002 and 1997	2
3. Product Lines by Kind of Business for the United States: 2002 .	3
4. Concentration by Largest Firms for the United States: 2002 ...	5

Appendixes

A. Explanation of Terms	A-1
B. NAICS Codes, Titles, and Descriptions	B-1
C. Methodology	C-1
D. Geographic Notes	--
E. Metropolitan and Micropolitan Statistical Areas	--

-- Not applicable for this report.

Table 1. Summary Statistics for the United States: 2002

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only establishments of firms with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. Data based on the 2002 Economic Census. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table]

2002 NAICS code	Kind of business	Estab- lishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)	Percent of sales—	
							From admini- strative records ¹	Estimated ²
4441	Building material and supplies dealers	67 472	217 300 071	26 462 155	6 241 398	995 037	7.8	6.8

¹Includes sales information obtained from administrative records of other federal agencies.

²Includes sales information that was imputed based on historic data, administrative data, industry averages, or other statistical methods.

Note: The data in this table are based on the 2002 Economic Census. To maintain confidentiality, the Census Bureau suppresses data to protect the identity of any business or individual. The census results in this table contain nonsampling error. Data users who create their own estimates using data from this table should cite the Census Bureau as the source of the original data only. See also explanation of terms and geographic definitions. For the full technical documentation, see Appendix C.

Table 2. Comparative Statistics for the United States (1997 NAICS Basis): 2002 and 1997

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only establishments of firms with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. Data based on the 2002 and 1997 Economic Censuses. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table]

1997 NAICS code	Kind of business	Establishments (number)	Sales (\$1,000)	Annual payroll (\$1,000)	Paid employees for pay period including March 12 (number)
4441	Building material and supplies dealers..... 2002.. 1997..	67 472 71 916	217 300 071 195 888 196	26 462 155 22 313 100	995 037 952 296

Note: The data in this table are based on the 2002 and 1997 Economic Censuses. To maintain confidentiality, the Census Bureau suppresses data to protect the identity of any business or individual. The census results in this table contain nonsampling error. Data users who create their own estimates using data from this table should cite the Census Bureau as the source of the original data only. See also explanation of terms and geographic definitions. For the full technical documentation, see Appendix C.

Table 3. Product Lines by Kind of Business for the United States: 2002

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only establishments of firms with payroll. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. Data based on the 2002 Economic Census. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table]

2002 NAICS code	2002 Product line code	Kind of business and product line	Establishments with the product line		Product line sales			Response coverage ² (percent)
			Number	Total sales (\$1,000)	Amount ¹ (\$1,000)	As percent of total sales of—		
						Estab- lishments with the product line	All estab- lishments ¹	
4441		Building material and supplies dealers.....	67 472	X	217 300 071	X	100.0	75.9
	20100	Groceries & other food items for human consumption off the premises, including bottled, canned, or packaged soft drinks; candy; gum; packaged snacks; etc.....	3 080	4 819 863	71 786	1.5	Z	X
	20150	Cigars, cigarettes, tobacco, & smokers' accessories, excluding sales from vending machines operated by others.....	18	25 791	3 439	13.3	Z	X
	20160	Drugs, health aids, beauty aids, including cosmetics.....	77	77 239	2 652	3.4	Z	X
	20180	Soaps, detergents, & household cleaners.....	10 125	92 807 083	1 066 842	1.2	.5	X
	20200	Men's wear.....	1 854	27 582 176	43 643	.2	Z	X
	20220	Women's, juniors', & misses' wear.....	65	58 125	860	1.5	Z	X
	20260	Footwear, including accessories.....	959	1 341 445	18 146	1.4	Z	X
	20270	Sewing, knitting materials & supplies, needlework goods, including fabrics, patterns, sewing supplies, notions, yarns, laces, trimmings, needlework kits, etc.....	410	6 017 659	12 973	.2	Z	X
	20280	Curtains, draperies, blinds, slipcovers, bed & table coverings.....	7 277	65 468 126	1 250 701	1.9	.6	72.7
	20281	Curtains & draperies.....	3 458	53 391 669	97 063	.2	Z	X
	20282	Vertical & horizontal blinds, woven wood blinds, & shades.....	6 555	64 633 987	1 145 641	1.8	.5	X
	20285	Furniture coverings & domestics.....	369	1 516 341	7 997	.5	Z	X
	20300	Major household appl, incl vacuum cleaners, sewing machines, refrigerators, freezers, dehumidifiers, room air-conditioners, dishwashers, ranges, microwaves, washers & dryers, outdoor gas grills, etc.....	8 675	94 720 554	4 668 476	4.9	2.1	X
	20310	Small electric appliances, including mixers; blenders; can openers; toasters; coffee makers; fry pans; & personal care appliances, such as hair dryers, curling irons, shavers, etc.....	7 753	35 373 900	532 459	1.5	.2	X
	20320	Televisions, video recorders, video cameras, video tapes, DVDs, etc., including electronic game/DVD combination devices, parts, & accessories.....	1 633	2 375 177	28 335	1.2	Z	X
	20330	Audio equipment, musical instruments, radios, stereos, compact discs, records, tapes, audio tape books, sheet music, accessories.....	1 088	1 198 391	14 091	1.2	Z	X
	20340	Furniture, sleep equipment & outdoor/patio furniture.....	8 064	94 708 934	2 026 654	2.1	.9	X
	20360	Flooring & floor coverings.....	12 073	110 369 953	8 575 637	7.8	3.9	73.5
	20361	Soft-surface (textile) floor coverings & accessories.....	7 028	93 277 961	2 282 743	2.4	1.1	X
	20363	Hardwood flooring.....	5 961	66 005 975	841 122	1.3	.4	X
	20364	Other hard-surface floor coverings & accessories, including tile & sheet goods.....	8 754	98 376 610	5 451 772	5.5	2.5	X
	20370	Computer hardware, software, & supplies, including computer game software.....	415	836 562	10 520	1.3	Z	X
	20380	Kitchenware & home furn, incl cookware, cooking access, dinnerware, glassware, giftware, decorative access & lighting, clocks, mirrors, closet & bathroom access, outdoor charcoal grills, planters, etc.....	10 599	96 230 947	2 610 093	2.7	1.2	X
	20400	Jewelry, including watches, watch attachments, novelty jewelry, etc.....	53	48 865	5 338	10.9	Z	X
	20460	Toys, hobby goods, & games, including stuffed animals, video & electronic games, electronic game devices, & wheel goods, except bicycles.....	2 477	3 428 526	45 497	1.3	Z	X
	20500	Sporting goods, including saddlery, boats, personal watercraft, snowmobiles, all-terrain vehicles (ATVs), golf cars, & other motorized sport vehicles, bicycles, parts & accessories, etc.....	4 782	6 040 993	133 436	2.2	.1	X
	20580	Recreational vehicles, including camping trailers, travel trailers, truck campers, motor homes, van conversions, parts & accessories.....	9	8 004	1 870	23.4	Z	X
	20600	Hardware, tools, & plumbing & electrical supplies, including ceiling fans & light fixtures.....	41 008	170 317 657	55 067 803	32.3	25.3	71.4
	20601	Hardware.....	26 003	135 219 575	7 686 109	5.7	3.5	X
	20602	Tools & equipment, including hand tools, portable electric power tools, power air tools, stationary/bench top power tools, accessories (blades, bits, etc.), ladders, & scaffolding.....	28 881	141 388 690	10 287 252	7.3	4.7	X
	20603	Plumbing fixtures & supplies.....	25 850	129 795 921	18 008 236	13.9	8.3	X
	20605	Wiring & wire products.....	18 156	109 134 317	3 125 064	2.9	1.4	X
	20606	Welding supplies.....	3 408	3 934 911	112 777	2.9	.1	X
	20607	Electrical supplies, including lighting fixtures, light bulbs, ceiling fans, boxes, devices, etc.....	24 926	123 121 300	15 848 365	12.9	7.3	X
	20620	Lawn, garden, & farm equipment & supplies; cut flowers; plants & shrubs; fertilizers; animal feed, other than for pets; etc.....	18 623	114 319 615	13 201 307	11.5	6.1	70.4
	20621	Cut flowers.....	238	460 480	15 159	3.3	Z	X
	20626	Indoor potted plants & floral items.....	2 835	55 302 969	598 517	1.1	.3	X
	20627	Outdoor nursery stock, including trees, shrubs, bedding plants, bulbs, sod, seeds, etc.....	7 003	87 261 837	2 837 033	3.3	1.3	X
	20628	Fertilizer, lime, chemicals, & other soil treatments.....	12 494	94 094 242	2 435 046	2.6	1.1	X
	20631	Lawn & garden tools.....	15 241	102 596 881	1 343 455	1.3	.6	X
	20636	Lawn & garden machinery, equipment, & parts.....	10 178	92 412 951	3 010 866	3.3	1.4	X
	20637	Farm machinery, equipment, & parts.....	2 889	49 863 163	122 700	.2	.1	X
	20638	All other farm supplies, including grain & animal feed.....	2 450	5 209 378	270 509	5.2	.1	X
	20639	All other lawn & garden supplies, including fencing, irrigation equipment, & sprinklers.....	12 062	97 844 177	2 568 022	2.6	1.2	X
	20640	Dimensional lumber & other building/structural materials & supplies, including heating stoves & prefabricated fireplaces; spas, hot tubs, & saunas; stock kitchen & bathroom cabinets to be installed.....	49 323	192 463 485	104 293 687	54.2	48.0	69.5
	20641	Dimensional lumber, nontreated.....	18 536	116 666 132	16 702 054	14.3	7.7	X
	20642	Treated lumber.....	17 147	138 615 975	6 382 610	4.6	2.9	X
	20643	Boards, all grades.....	12 024	91 609 811	3 315 084	3.6	1.5	X
	20644	Gypsum, specialty boards, & treatments, including plaster, tape, & joint compounds.....	18 038	130 619 898	4 705 386	3.6	2.2	X
	20645	Engineered wood products, including glue-lam, laminated veneer lumber (LVL), wood I-joists, etc.....	9 340	79 807 696	2 072 395	2.6	1.0	X
	20646	Structural panels, including softwood plywood & oriented strand board (OSB).....	14 145	127 719 178	5 344 202	4.2	2.5	X
	20647	Other panel products, including hardwood plywood, waferboard, & particle board/sanded/specialty plywood.....	15 817	127 667 445	4 357 343	3.4	2.0	X
	20648	Building components, including floor trusses, roof trusses, framed wall panels, etc.....	7 586	35 755 086	2 368 225	6.6	1.1	X

See footnotes at end of table.

Table 3. Product Lines by Kind of Business for the United States: 2002—Con.

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2002 NAICS code	2002 Product line code	Kind of business and product line	Establishments with the product line		Product line sales			Response coverage ² (percent)
			Number	Total sales (\$1,000)	Amount ¹ (\$1,000)	As percent of total sales of—		
						Estab- lishments with the product line	All estab- lishments ¹	
4441		Building material and supplies dealers—Con.						
	20640	Dimensional lumber & other building/structural materials & supplies, including heating stoves & prefabricated fireplaces; spas, hot tubs, & saunas; stock kitchen & bathroom cabinets to be installed—Con.						
	20649	Connectors, including joist hangers, tie-downs, etc.	9 144	83 221 042	563 357	.7	.3	X
	20651	Steel studs	4 098	57 358 742	705 430	1.2	.3	X
	20652	Doors & moulding, including interior/exterior pre-hung or slab doors, garage doors, mouldings, & jambs						
	20653	Windows, skylights, & patio doors, including wood or wood clad, vinyl, aluminum, or other	21 493	145 910 148	12 278 700	8.4	5.7	X
	20654	Glass	18 274	131 649 687	8 592 016	6.5	4.0	X
	20655	Masonry supplies, including cement, lime, plaster, brick, etc.	10 456	62 658 429	1 758 494	2.8	.8	X
	20656	Insulation (all types) & weatherization products	17 572	123 354 832	6 594 047	5.3	3.0	X
	20657	Siding, exterior trim, & soffit	16 531	105 974 391	2 015 968	1.9	.9	X
	20657	Siding, exterior trim, & soffit	13 020	96 846 155	2 687 035	2.8	1.2	X
	20658	Roofing (all types), including roofing supplies.	16 143	106 042 003	5 780 319	5.5	2.7	X
	20659	Ceilings & ceiling systems	6 859	72 149 241	673 612	.9	.3	X
	20661	Kitchen & bath cabinets & countertops, including bathroom vanities & vanity tops, medicine cabinets, etc.						
	20662	Heating & HVAC units; ductwork; heating stoves, including wood, kerosene, & oil; & prefabricated fireplaces	15 742	117 679 899	9 255 840	7.9	4.3	X
	20665	Refrigeration equipment & supplies	10 304	96 410 424	2 669 309	2.8	1.2	X
	20666	All other building/structural materials & supplies	972	1 455 052	42 997	3.0	.Z	X
	20666	All other building/structural materials & supplies	13 659	114 918 615	5 429 264	4.7	2.5	X
	20670	Paint & sundries	30 395	135 365 157	15 828 866	11.7	7.3	55.2
	20673	Interior paint	28 163	127 350 706	6 128 824	4.8	2.8	X
	20674	Exterior paint	26 700	116 395 683	3 037 455	2.6	1.4	X
	20675	Stain, varnish, shellac, & other coatings	23 061	115 841 971	2 010 818	1.7	.9	X
	20676	Painting equipment, including tools, brushes, scrapers, etc.	25 395	118 798 695	2 332 799	2.0	1.1	X
	20677	Painting supplies, including compounds & other consumable materials						
	20680	Manufactured (mobile) homes	21 839	114 032 562	2 318 970	2.0	1.1	X
	20690	Wallpaper & other flexible wallcoverings	73	220 546	14 397	6.5	.Z	X
	20720	Automotive fuels	9 308	60 281 706	612 118	1.0	.3	X
	20730	Automotive lubricants, including oil, greases, etc.	284	493 968	26 836	5.4	.Z	X
	20740	Automotive tires, tubes, batteries, parts, accessories	5 904	6 550 517	69 207	1.1	.Z	X
	20780	Household fuels, including oil, LP gas, wood, coal	4 716	7 005 364	142 693	2.0	.1	X
	20800	Pets, pet foods, & pet supplies	3 871	41 533 030	95 780	.2	.Z	X
	20850	All other merchandise	5 569	37 702 188	307 749	.8	.1	X
	29810	All other merchandise	909	1 856 134	302 567	16.3	.1	X
	29900	All nonmerch rpts, incl all rpts from customers for parts installed in repair & charges for dely, repair, maint, storage, installation, on-site const, rental/lease of tools/equip & oth svc provided	6 640	40 151 265	1 218 160	3.0	.6	X
	29901	Construction receipts, including material & labor charges for adding rooms, installing windows, building fences, rebuilding furnaces, reroofing, etc., for work done by employees of this establishment	15 086	81 623 991	4 994 593	6.1	2.3	66.8
	29902	Repair & maint receipts, incl material & labor charges for property upkeep such as landscaping, lawn svc, painting, furnace cleaning/repair, roof repair,etc performed by employees of this estab	4 028	9 423 718	908 846	9.6	.4	X
	29946	All other nonmerchandise receipts, including charges for delivery, storage, rental or lease of tools & equipment, etc.	3 367	4 513 170	316 430	7.0	.1	X
	29946	All other nonmerchandise receipts, including charges for delivery, storage, rental or lease of tools & equipment, etc.	10 539	73 260 298	3 769 317	5.1	1.7	X

¹Product line sales and/or product line percents may not sum to totals due to exclusion of selected lines to avoid disclosing data for individual companies, due to rounding, and/or due to exclusion of lines that did not meet publication criteria.
²Sales of establishments reporting product line sales as percent of total sales.

Note: The data in this table are based on the 2002 Economic Census. To maintain confidentiality, the Census Bureau suppresses data to protect the identity of any business or individual. The census results in this table contain nonsampling error. Data users who create their own estimates using data from this table should cite the Census Bureau as the source of the original data only. See also explanation of terms and geographic definitions. For the full technical documentation, see Appendix C.

Table 4. Concentration by Largest Firms for the United States: 2002

[These data are preliminary and are subject to change; they will be superseded by data released in later reports. Includes only firms and establishments of firms with payroll. Excludes data for corporate, subsidiary, and regional managing offices and establishments of these firms that are classified in other categories than those specified in this table. For meaning of abbreviations and symbols, see introductory text. For explanation of terms, see Appendix A. For method of assignment to categories shown, see Appendix C. Data based on the 2002 Economic Census. For information on confidentiality protection, sampling error, nonsampling error, and definitions, see note at end of table]

2002 NAICS code	Kind of business and largest firms based on sales	Establishments (number)	Sales		Annual payroll (\$1,000)	First-quarter payroll (\$1,000)	Paid employees for pay period including March 12 (number)
			Amount (\$1,000)	As percent of total			
4441	Building material and supplies dealers						
	All firms	67 472	217 300 071	100.0	26 462 155	6 241 398	995 037
	4 largest firms	2 976	90 598 617	41.7	8 719 882	2 077 952	374 753
	8 largest firms	6 027	97 808 070	45.0	9 459 993	2 249 185	404 391
	20 largest firms	8 544	104 533 121	48.1	10 244 277	2 437 549	428 507
	50 largest firms	10 470	111 307 811	51.2	10 989 632	2 622 955	453 038

Note: The data in this table are based on the 2002 Economic Census. To maintain confidentiality, the Census Bureau suppresses data to protect the identity of any business or individual. The census results in this table contain nonsampling error. Data users who create their own estimates using data from this table should cite the Census Bureau as the source of the original data only. See also explanation of terms and geographic definitions. For the full technical documentation, see Appendix C.